## ESA POCs

| BUSINESS & MODELING TOOLS | |
|---|---|
| CA BPwin/Erwin | David Bahary |
| **COLLABORATION TOOLS** | |
| Asychrony Envoke, Click to Meet | David Bahary |
| **DATABASE MANAGEMENT** | |
| Informix, Oracle | Diane Grim |
| Microsoft | Linda Greenwade |
| Sybase | David Bahary |
| **ENTERPRISE ARCHITECTURE TOOLS** | |
| IBM Rational, Popkin | David Bahary |
| **ENTERPRISE MANAGEMENT** | |
| CA Unicenter, Citrix | Diane Grim |
| MS Premier Support, NetIQ | |
| Merant, Telelogic | Peggy Harpe |
| **ENTERPRISE RESOURCE PLANNING (ERP)** | |
| DSG | Peggy Harpe |
| Oracle | Diane Grim |
| Peoplesoft | Steve Thompson |
| SAP | Linda Greenwade |
| **INFORMATION ASSURANCE TOOLS** | |
| McAfee, Symantec, TrendMicro | Vera Thompson |
| SecureInfo, Xacta | Susan Kirkland |
| **OFFICE SYSTEMS** | |
| HiSoftware, Microsoft | Linda Greenwade |
| Adobe, DataKey, Litronic, Spyrus | Steve Thompson |
| Netscape | Vera Thompson |
| WinZip | David Bahary |
| **OPERATING SYSTEMS** | |
| Novell | Peggy Harpe |
| Sun | Vera Thompson |
| Gartner | Peggy Harpe |
| **SYSTEMS INTEGRATION SERVICES** | |
| Accenture, Bearing Point, CSC, Deloitte, IBM | Linda Greenwade |

"The ESA's effectiveness in meeting its objectives lies in its ability to increase the number of DoD organizations using DoD ESA, achieve significant cost reductions from current prices, satisfy DoD organizations' requirements, and locate funding to support DoD enterprise software agreements."
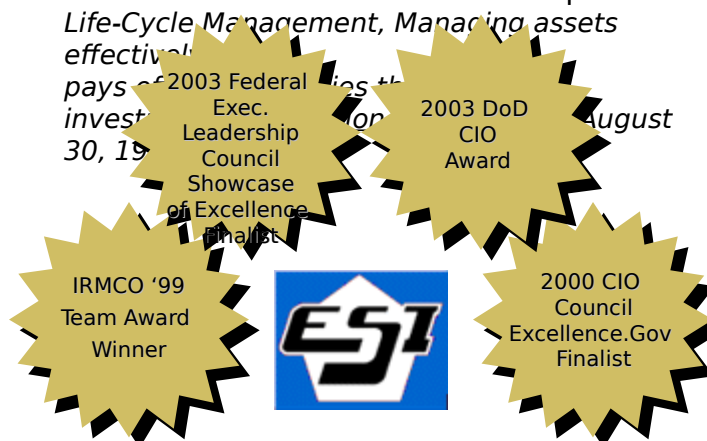
## SOFTWARE ASSET MANAGEMENT

The DoD CIO is establishing a DoD-wide software asset management framework as a comprehensive approach to managing the Department's COTS software assets. Prime focus is on tracking and managing the software license, to enable smarter enterprise acquisition decisions.

## SAM DRIVERS

- DoD Business Initiative Council objective to "...improve the efficiency to operations, and allow savings identified to be reallocated to higher priority efforts...". See Memos of July 3, 2001 and September 19, 2001
- Revolution in Business Affairs
- Clinger-Cohen Act of 1996
- GPRA of 1993
- Executive Order 13103, Computer Software Piracy
- Changing Cultural View of Software Ownership (Asset vs. Expense)
- Failing to manage software assets effectively can lead companies to overbuy licenses on as much as 60% of their software portfolio. *Life-Cycle Management, Managing assets effectively... pays off... ...lies the investment...* August 30, 19...

2003 Federal Exec. Leadership Council Showcase of Excellence Finalist

2003 DoD CIO Award

IRMCO '99 Team Award Winner

2000 CIO Council Excellence.Gov Finalist

**www.don-imit.navy.mil/esi**

# PURPOSE

Maximize Department of Defense (DoD) buying power by acquiring and managing commercially available information technology and selected services
on a DoD-wide basis.  Establish Software Asset Management Framework, and the Virtual IT Marketplace,  to finally achieve "point and click information technology shopping at lowest cost".

# ESI METHODOLOGY

The ESI Working Group is comprised of members from the major DoD Components, and is chaired by an OASD(NII)/CIO staffer, and co-chaired by a Service (Navy, Army, or Air Force) Working Group representative. DoD Component executive agents appoint
a Software Product Manager (SPM) to consolidate requirements and develop a business case, negotiate best-value deals,
and administer the resulting agreements.

# WHY USE ENTERPRISE AGREEMENTS?

- Best prices in DoD.
- Specified by DFARS and the DoD 5000 series.
- Market leading, high-demand commercial software products
- JTA compliant products promote interoperability
- Encourage competition among software OEMs and resellers
- ESI Software Product Managers recoup administration costs

www.don-imit.navy.mil/esi

# DoD-WIDE POLICY BASICS

- DoD, Army, Air Force and Navy policies mandate use of ESI.  Check www.don-imit.navy.mil/esi for latest agreements and policy specifics
- Must buy from existing ESI inventory first
- Must compare pricing, Terms & Conditions on ESI agreements before buying from other
  sources or creating new buying vehicles
- Acquire & manage commercial software as DoD asset; aggregate requirements!
- DoD Contractors should be encouraged to use ESI agreements IAW FAR 51.101
- Enterprise Software Agreements (ESA) are the buying vehicles through which ESI products lead to primary mission

| PRODUCT CATEGORY | LEAD & SPM |
|---|---|
| Business & Modeling Tools | Army |
| Collaboration Tools | Army |
| Database Management | Army |
| Enterprise Architecture Tools | Army |
| Enterprise Management | Air Force |
| Enterprise Resource Planning | Navy |
| Info Assurance Tools | Air Force |
| Office Systems | Navy |
| Operating Systems | DISA |
| Records Management | Air Force |
| Research and Advisory Services | Navy |
| Systems Integration Services | Navy |

# SUCCESS STORIES

- Single DoD-wide agreement for Microsoft desktop and server products!
- DoD Business Initiative Council  "Quick Hit Initiative". Software Asset Management Framework, and Virtual IT Marketplace projects authorized.
- CAC Middleware agreements now in place.
- Section 508 (Rehabilitation Act) software at up to 58% off GSA FSS

# DoD ESI WORKING GROUP

| | |
|---|---|
| OSD (co-chair) 703-602-0980 ext 169 | Jim Clausen james.clausen@osd.mil |
| DoN (co-chair) 703-607-5658 | Floyd Groce floyd.groce@navy.mil |
| Army 732-427-6793 | Dee Wardle adelia.wardle@us.army.m |
| Air Force 703-588-1512 dorothy.hale@pentagon.af.mil | Dorothy Hale |
| DFAS 703-607-0076 | John Blagmon john.blagmon@dfas.mil |
| DIA 202-231-8860 | Mike Szwed michael.szwed@dia.mil |
| NGA 703-264-3099 | Lynne Resowski resowskil@nga.mil |
| DLA 703-767-2179 | Susan Holder susan.holder@dla.mil |
| MDA 703-697-9777 | Guy Hammer guy.hammer@mda.osd.m |
| DISA 703-681-2072 | Mark Root rootm@ncr.disa.mil |
| OSD CIO 703-604-1510 | Jim Pleasant pleasantj@dior.whs.mil |
| U.S. Marine Corps | OSD Comptroller |

# DoD ESI SPMs

| | |
|---|---|
| Army 888-232-4405 | David Bahary david.bahary@us.army.m |
| Navy 619-524-9616 | Linda Greenwade linda.greenwade@navy.m |
| Army 888-232-4405 | Diane Grim diane.grim@us.army.mil |
| Navy 619-524-9644 | Peggy Harpe peggy.harpe@navy.mil |
| Air Force 334-416-4229 susan.kirkland@gunter.af.mil | Susan Kirkland |
| Navy 619-524-9640 | Steve Thompson steve.thompson@navy.m |
| DISA 703-681-6155 | Vera Thompson thompsov@ncr.disa.mil |